

**Total State Expenditures by Functional Economic Development Program Area for  
FY2006 (Does NOT include federal money)**

	State	TOTAL
1	TEXAS	\$268,551,795
2	OREGON	\$220,584,087
3	PENNSYLVANIA	\$210,932,000
4	OHIO	\$169,864,509
5	WEST VIRGINIA	\$133,468,485
6	NEW YORK	\$128,687,000
7	IOWA	\$92,065,394
8	WASHINGTON	\$76,022,500
9	MARYLAND	\$70,215,068
10	LOUISIANA	\$62,812,909
15	WISCONSIN	\$54,560,002
16	INDIANA	\$51,937,972
19	ILLINOIS	\$40,621,200
22	MICHIGAN	\$30,858,500
31	MISSOURI	\$16,013,931

Total- Does not include administration, workforce development, tourism, special industry, and community assistance

	State	Business Assistance
1	OREGON	\$158,784,087
2	OHIO	\$75,614,427
3	WASHINGTON	\$73,184,500
4	PENNSYLVANIA	\$47,916,000
5	WISCONSIN	\$44,140,202
6	KANSAS	\$43,219,165
7	NEW YORK	\$33,234,000
8	WYOMING	\$30,686,501
9	VIRGINIA	\$29,504,438
10	LOUISIANA	\$27,934,656
13	ILLINOIS	\$20,131,500
16	MICHIGAN	\$12,712,300
19	MISSOURI	\$11,914,604
48	INDIANA	\$303,041

Business assistance programs include small business development centers and counseling for small businesses. (It does not include equity investments or assistance to technology entrepreneurs.) This element also includes procurement technical assistance, small business ombudsmen, and related regulatory assistance. These programs are often focused on helping the manager develop and improve their business management skills in the area of financial management and business strategy. In contrast, entrepreneurial development is focused on programs geared toward helping a firm in the first two to three years (including equity capital programs or incubator assistance). Any program that has an explicit or implicit age-of-firm requirement (focused on helping only "young firms") would be excluded from this general business assistance category. However, any program designed to develop and assist industry groups within the state would be included.

	State	Int'l Trade
1	NEW YORK	\$12,792,000
2	PENNSYLVANIA	\$7,434,000
3	OHIO	\$4,223,787
4	NORTH CAROLINA	\$2,417,696
5	HAWAII	\$1,955,541
6	GEORGIA	\$1,844,069
7	INDIANA	\$1,594,676
8	MINNESOTA	\$1,585,000
9	ILLINIOIS	\$1,584,400
10	ARIZONA	\$1,506,400
27	MISSOURI	\$72,238
	WISCONSIN	\$ -
	MICHIGAN	\$ -

International trade programs may involve export promotion, international marketing and recruitment, foreign direct investment assistance, and an array of programs aimed at building stronger economic ties between the state and other parts of the world.

**22 states do not have money separately earmarked for international trade and investment**

**17 states have more than \$1,000,000**

	State	Program Support
1	OHIO	\$14,244,975
2	HAWAII	\$11,598,282
3	CONNECTICUT	\$5,995,206
4	SOUTH CAROLINA	\$4,795,306
5	MARYLAND	\$4,758,135
6	WEST VIRGINIA	\$4,369,386
7	LOUISIANA	\$4,193,015
8	KENTUCKY	\$3,731,700
9	IDAHO	\$3,139,760
10	OKLAHOMA	\$2,923,000
16	ILLINIOIS	\$1,362,000
	WISCONSIN	\$ -
	MICHIGAN	\$ -
	INDIANA	\$ -
	MISSOURI	\$ -

Program Support - There are several functions needed to support the economic development efforts at a state, community or local level. These functions are not to be considered as administrative costs or overhead.

	State	Domestic Recruitment
1	PENNSYLVANIA	\$20,525,000
2	TENNESSEE	\$10,667,200
3	MARYLAND	\$8,122,469
4	OHIO	\$7,237,482
5	LOUISIANA	\$5,468,978
6	GEORGIA	\$4,541,337
7	NEBRASKA	\$4,303,921
8	KENTUCKY	\$2,261,600
9	HAWAII	\$2,182,208
10	NORTH CAROLINA	\$1,961,386
	MICHIGAN	\$ -
	INDIANA	\$ -
	WISCONSIN	\$ -
	ILLINOIS	\$ -
	MISSOURI	\$ -

Domestic Recruitment/Out-of-State - Many perceive economic development as focusing only on the attraction and recruitment of companies to relocate or to set up a new branch or operation in a state or community – traditional “smoke stack chasing” or the “ribbon cutting” - mentality. Domestic recruitment in most states has matured well beyond this phase to a very targeted, focused proactive approach. Efforts to clarify a state's competitive position in changing economic conditions and identify those industries where they have (or will create) a competitive advantage should be included here.

**16 states have money separately earmarked for out-of-state domestic recruitment.**

	State	Strategic Bus Attraction Fund
1	TEXAS	\$240,750,000
2	IOWA	\$85,000,000
3	NEW YORK	\$32,278,000
4	OREGON	\$30,500,000
5	OHIO	\$10,000,000
6	FLORIDA	\$10,000,000
7	WISCONSIN	\$8,548,400
8	ARIZONA	\$2,926,000
9	PENNSYLVANIA	\$2,000,000
10	KENTUCKY	\$1,473,900
11	MARYLAND	\$865,418
12	HAWAII	\$92,848
	MICHIGAN	\$ -
	INDIANA	\$ -
	ILLINOIS	\$ -
	MISSOURI	\$ -

A Strategic Business Attraction Fund represents resources allocated to unique projects that may not be funded from a specific existing program. Without the Strategic Business Attraction Fund, the state (a) might not have been able to provide the incentive for a project OR (b) might have required legislative authorization. A Strategic Business Attraction Fund generally has basic eligibility criteria, but its use is left up to the discretion of the head of the agency. These are known by many names, including a “rainy day” or “sunny day” fund, but the resources are allocated at the beginning of the fiscal year and used for economic development projects that the agency might not have expected to happen. The pre-authorization for these projects is done to provide the agency flexibility in responding to unique “opportunities” for the state.

**12 states have money separately earmarked for a strategic business attraction fund**